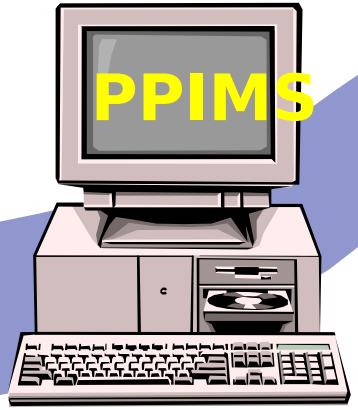
Using Past Performance Information

Assessing Official (PM, KO in concert with Acquisition Team) Prepare CPR

Reviewing Official

Contractor Review and Comment

If Needed



Data Available for Source Selection

Source Selection Teams Use Data

Resolution Authority Approval

Some Major Uses of PPI in Acquisition Reform

- Source Selection
- Market Research
- Acquisition Strategy Development
- Responsibility Determination

Source Selection

Trade-off cost/price and non-cost/price factors to obtain best value for Government

Market Research and Acquisition Strategy Development

- ***Availability of goods/services***
- ***Industrial base supplying items***
- ***Stability of suppliers***
- ***Trend analysis***

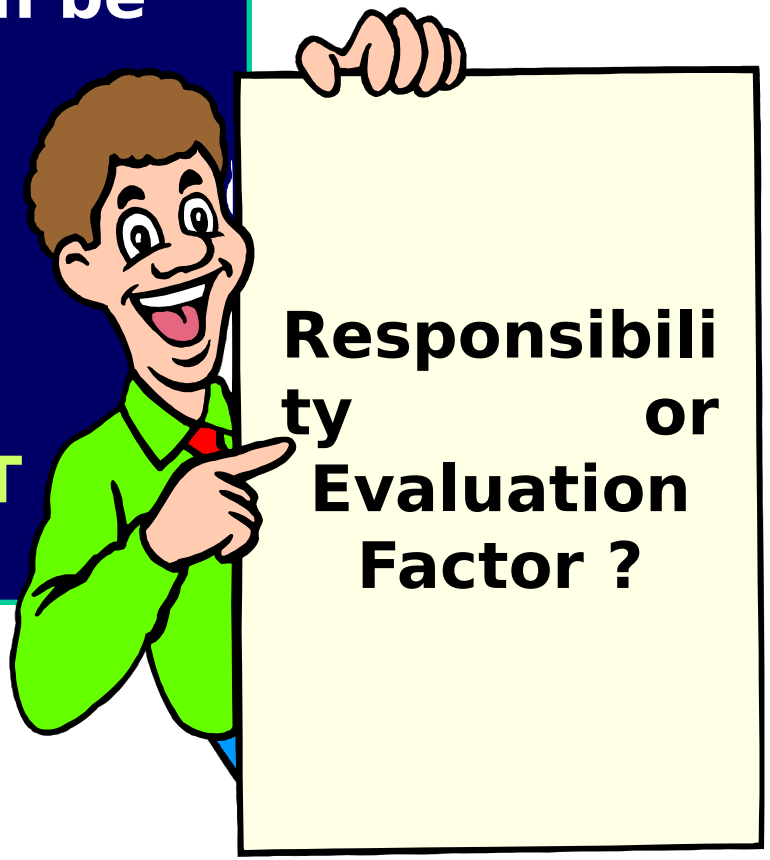
Responsibility Determination

Responsibility Versus Evaluation Factor

Past Performance can be used:

- **To determine responsibility**
- **As an evaluation factor**

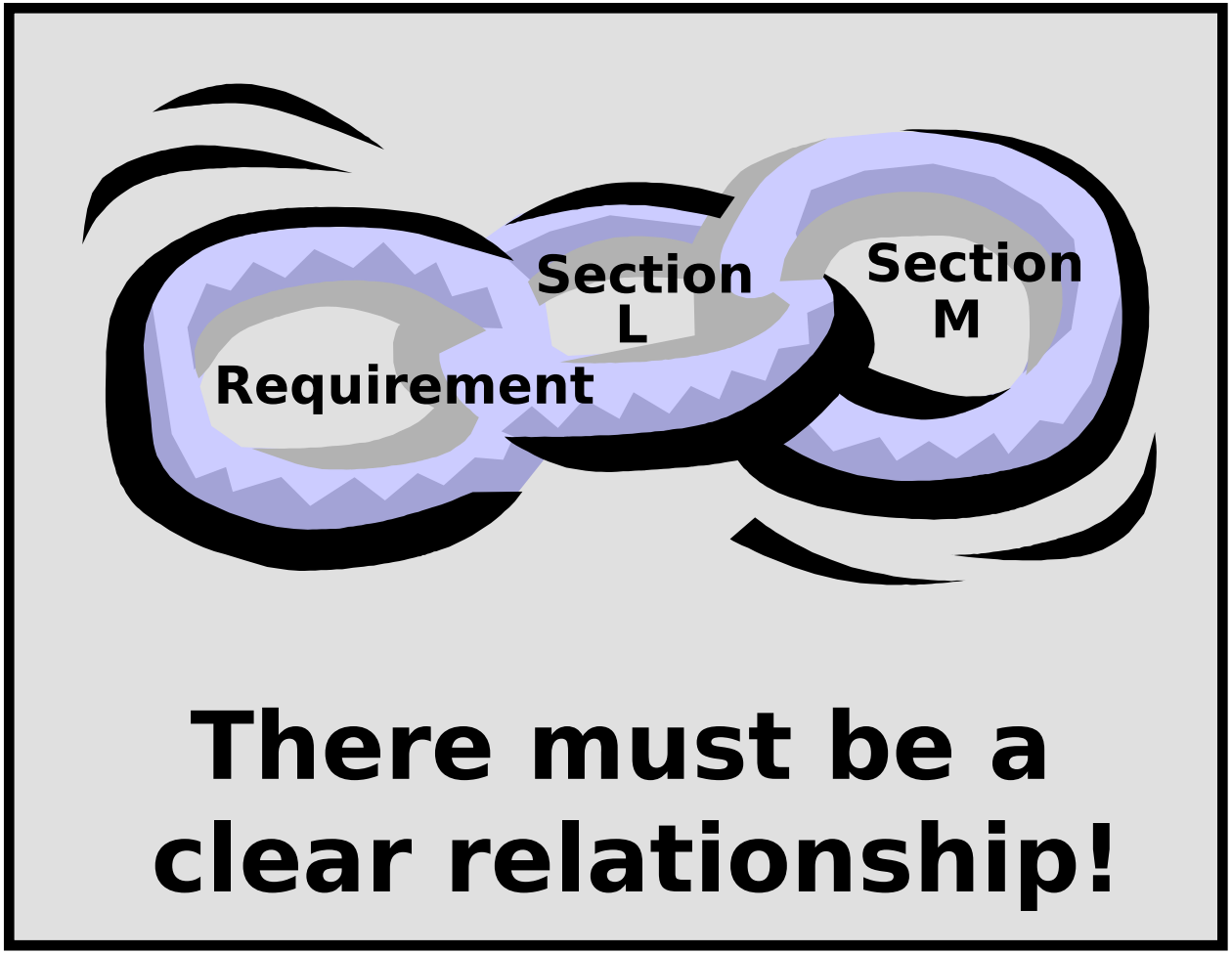
THE INTENT MUST BE CLEAR!



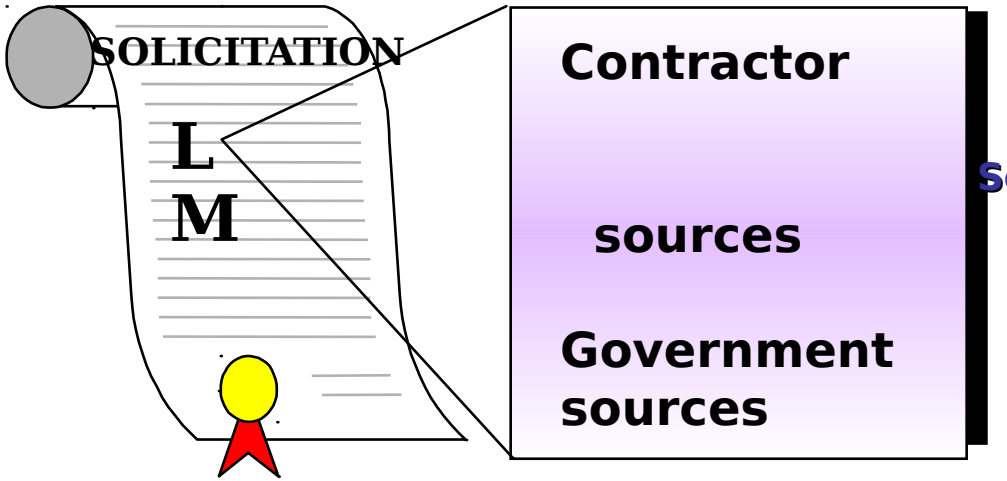
9.105-1, 9.104-1, 15.304

AL 98-1
42.1501-90(a)

Solicitation Language



Solicitation Language

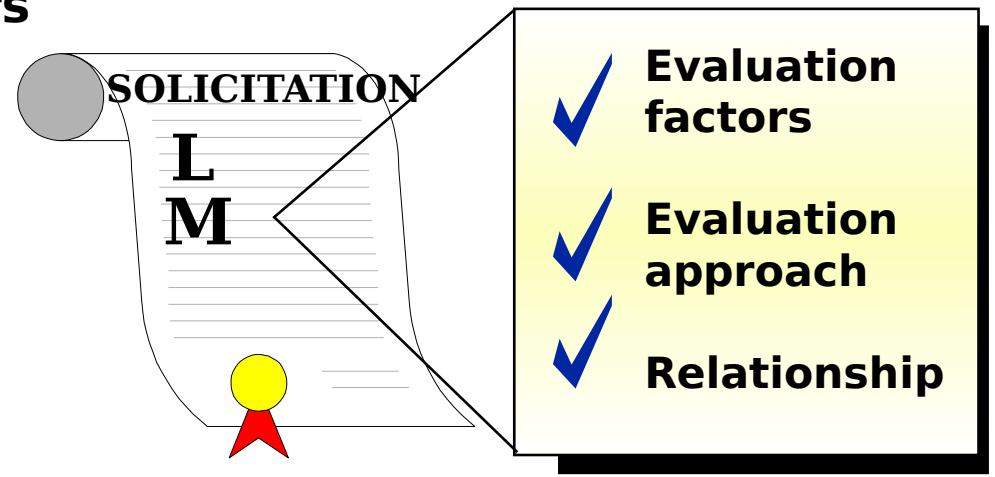


CONTRACT

Section L Language

15.305(a)(2) and 42.1503

Section M Language



15.305(a)(2)

General Indicators of Past Performance

- Quality of product or service
- Timeliness
- Cost Control

Business Practices

Customer Satisfaction

Key Personnel

No PPI Record?

No record of past performance?

No past performance information available

- ✓ Offeror may not be evaluated favorably or unfavorably.
- ✓ Will not affect offeror's rating, b may affect offeror's ranking.

What Would You Do?

Technical > Past Performance
Technical + Past Performance > Price

Criteria	A	B	C	D
Technical	Very Good	Excellent	Excellent	Satisfactory
Past Performance	Excellent	Very Good	None	Very Good
Price	$2.45 ea	$2.41 ea	$2.39 ea	$2.37 ea

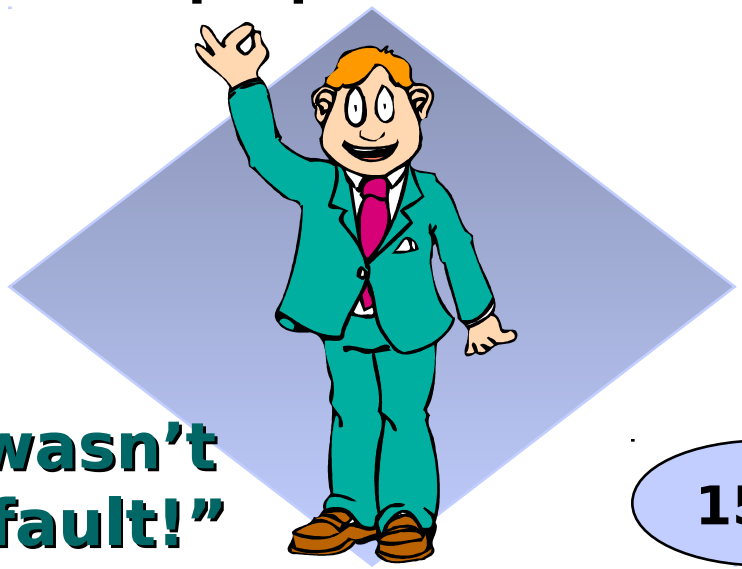
Exchanges

Clarifications: ***May discuss*** **PPI if offeror has not had opportunity to respond**

Discussions: ***May discuss*** **significant weaknesses in offeror's proposal**

BUT

Communications: ***Must discuss*** **if PPI prevents offeror from being in competitive range**

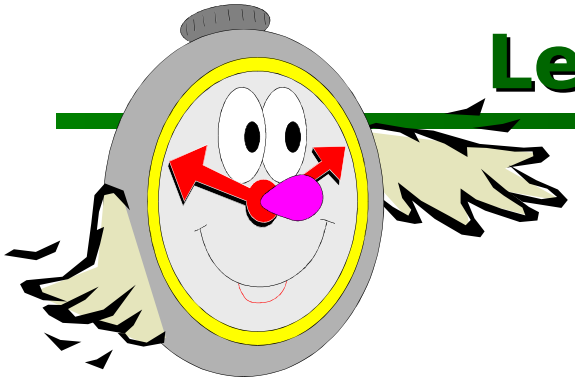


"It wasn't my fault!"

15.306

Generally, no exchanges where contractor already had opportunity to comment

Time Flies: Let's Wrap it Up!



Past Performance -- Fair to the contractor, right for the government, good for everyone